

Message Text

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ACTION ARA-20

INFO OCT-01 ISO-00 EB-11 COME-00 CIAE-00 INR-10 NSAE-00

RSC-01 TRSE-00 USIA-15 PRS-01 OMB-01 STR-08 SCEM-02

SCI-06 INT-08 MC-02 DRC-01 /087 W

----- 012411

R 151156Z DEC 73

FM AMEMBASSY PORT OF SPAIN

TO SECSTATE WASHDC 5861

INFO AMEMBASSY BRIDGETOWN

AMEMBASSY CARACAS

AMEMBASSY GEORGETOWN

AMEMBASSY KINGSTON

UNCLAS PORT OF SPAIN 1636

E.O. 11652: N/A

TAGS: BEXP, TD

SUBJ: FY 1974 COMMERCIAL ACTION PROGRAM

REF: STATE 234462

FOLLOWING PROGRAM IS SUBMITTED IN RESPONSE TO REFTEL. INFO
ADDEE'S ATTENTION IS DRAWN TO PARA 2 (CARACAS) AND 4
(CARICOM POSTS).

1. OBJECTIVE ONE: SUPPORT AND ENCOURAGE ESTIMATED \$500
MILLION US INVESTMENT IN EXPLOITATION OF TRINIDADIAN NATURAL
GAS. ACTION ONE: EMBASSY TO CONTINUE CLOSE CONTACTS WITH OIL
COMPANY REPRESENTATIVES AND GOTT OFFICIALS INVOLVED IN PETROLEUM
POLICY DECISIONS, IN ORDER TO KEEP STATE AND COMMERCE APPRISED
OF CURRENT STATUS THIS PROJECT, DESIGNED TO PRODUCE 400
MILLION CUBIC FEET PER DAY FOR U.S. MIDWEST. ACTION TWO:
EMBASSY TO PROVIDE FULL SUPPORT TO OPIC, EXIMBANK, MARAD,
AND OTHER USG AGENCIES INVOLVED WITH PROJECT. ACTION THREE:
EMBASSY TO MAINTAIN CLOSE CONTACT WITH LOCAL OIL INDUSTRY
OFFICIALS, PARTICULARLY THOSE INVOLVED IN OIL FIELD
SERVICES, TO DEVELOP POSSIBLE INCREMENTAL TRADE OPPORTUNITIES
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(E.G., DIRECT PURCHASE OF HELICOPTERS INSTEAD OF SUB-CONTRACT-

ING TO BRITISH FIRM).

2. OBJECTIVE TWO: INCREASE SALES OF U.S. METALWORKING MACHINERY AND EQUIPMENT. ACTION ONE: BY JANUARY 15, IDENTIFY ALL MAJOR USERS, IMPORTERS AND AGENTS OF SUCH EQUIPMENTS IN TRINIDAD. BY JANUARY 31, SEND EACH A PERSONAL LETTER OF INVITATION TO THE MARCH 25-30 INSTRU/METAL EXHIBITION IN CARACAS. USIS TO COOPERATE BY PUBLICIZING FAIR AT SAME TIME; COMMERCE TO SUPPLY BROCHURE OR OTHER LITERATURE ABOUT FAIR FOR DISTRIBUTION TO PROSPECTIVE BUYERS. ACTION TWO: BY JANUARY 31, SUBMIT AIRGRAM OUTLINING GENERAL TRADE OPPORTUNITIES FOR U.S. METALWORKING MACHINERY INDUSTRY OFFERED BY UNDP-SPONSORED MACHINE SCHOOL TO BE ESTABLISHED IN TRINIDAD. IF SCHOOL RECEIVES ANTICIPATED UNDP GOVERNING COUNCIL APPROVAL IN JANUARY 1974, SUBMIT BY MARCH 31, 10 OR MORE DETAILED TO'S FOR SALES TO THE NEW SCHOOL, SCHEDULED TO BEING OPERATIONS IN SEPTEMBER 1974. BY JUNE 30, SUBMIT 5 OR MORE LICENSING PROPOSALS DEVELOPED FROM MACHINERSCHOOL'S LONGER-RANGE PLANS TO PROVIDE WIDE RANGE OF SERVICES TO TRINIDAD INDUSTRY. ACTION THREE: BY MARCH 15, CONFIRM ATTENDANCE AT CARACAS TRADE FAIR BY INTERESTED TRINIDADIAN BUYERS, AND PROVIDE ASSISTANCE IN ORGANIZING GROUP TRAVEL FOR BUYERS, IF NEEDED. EMBASSY WILL RE-PROGRAM FUNDS TO PERMIT SPANISH-SPEAKING COMMERCIAL OFFICER TO ACCOMPANY SIZEABLE GROUP.

3. OBJECTIVE THREE: INCREASE U.S. SALES TO TRINIDAD IN OTHER TARGET INDUSTRIES. ACTION ONE: IN EARLY JANUARY, USIS TO PUBLICIZE COMMERCE'S NEW COMPUTERIZED TOP SYSTEM. ACTION TWO: DEVELOP 30 PROMISING TRADE OPPORTUNITIES BY END OF FY '74 (COMPARED WITH 15 IN FY '73). ACTION THREE: COMPLETELY REVISE THE FTI FOR TRINIDAD, SUBMITTING BY DECEMBER 31, 50 NEW TRADING FIRMS FOR THE LIST. ADD ANOTHER 25 FIRMS, WITH SPECIAL EMPHASIS ON IMPORTERS DEALING WITH TARGET INDUSTRY PRODUCTS, TO THE FTI BY THE END OF FY '74. ACTION FOUR: BY JANUARY 31, REDUCE THE AVERAGE TURNAROUND TIME FOR WTD REQUESTS FROM 45 DAYS (FY '73) TO LESS THAN 30 DAYS.

4. OBJECTIVE FOUR: EXPLOIT CARIBBEAN COMMON MARKET (CARICOM) AS VEHICLE TO INCREASE U.S. SALES. ACTION ONE: BY FEBRUARY 28, PREPARE PRELIMINARY ANALYSIS OF TRADE OPPORTUNITIES LIKELY TO UNCLASSIFIED

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RESULT FROM COMMON MARKET'S FORMATION. ACTION TWO: EMBASSY TO LOBBY WITH GOTT OFFICIALS TO SUPPORT REMOVAL OF DISCRIMINATORY COMMONWEALTH PREFERENCES. ACTION THREE: BY MAY 1, 1974, (DATE BY WHICH CARIFTA MEMBERS MUST DECIDE TO JOIN CARICOM), ASSIST-TOGETHER WITH OTHER CARICOM POSTS-COMMERCE DEPT. IN PREPARING REVISED OBR OR OTHER PUBLICATION FOR U.S. EXPORTERS OUTLINING CHALLENGES AND OPPORTUNITIES PRESENTED BY CARICOM. ACTION FOUR: OFFER TO HOST-OR PREPARE TO ATTEND IF HELD

ELSEWHERE-REGIONAL CONFERENCE FOR COMMERCIAL OFFICERS FROM CARICOM POSTS AND STATE AND COMMERCE REPRESENTATIVES TO DISCUSS EFFECTS OF CARICOM ON U.S. EXPORTS AND INVESTMENT. AGENDA SHOULD INCLUDE DISCUSSION OF ANTICIPATED TRADE CREATION/TRADE DIVERSION EFFECTS OF COMMON MARKET; ANALYSIS OF "NEGATIVE LIST" OR OTHER PROTECTIVE MEASURES EMPLOYED BY CARICOM; AND ROUNDTABLE DISCUSSIONS WITH LOCAL OFFICIALS INVOLVED IN CARIBBEAN ECONOMIC INTEGRATION MOVEMENT. THIS EMBASSY IS PREPARED TO HOST SUCH A CONFERENCE, WHICH COULD MOST CONVENIENTLY BE HELD ON NEARBY ISLAND OF TOBAGO, FOLLOWING APRIL 15 END OF TOURISM "HIGH SEASON".

5. OBJECTIVE FIVE: REALLOCATE EMBASSY'S AVAILABLE RESOURCES TO SUPPORT COMMERCIAL PROGRAMS. ACTION ONE: BY DECEMBER 31, CONSULAR SECTION TO FREE ONE OFFICER HALF-TIME (OR TWO OFFICERS QUARTER-TIME) DURING CONSULAR SLACK SEASON TO ASSIST ECON/COML SECTION TO DEVELOP TRADE LEADS. ACTION TWO: BY JANUARY 31, ELIMINATE BACKLOG OF OUTSTANDING CERP REPORTS TO FREE OFFICER TIME FOR NEW TRADE WORK. ACTION THREE: USIS TO PROMOTE TOURISM TO U.S. ON SELECTIVE BASIS, EMPHASIZING EVENTS IN U.S. AND/OR VACATION DESTINATIONS OF INTEREST TO SELECT TARGET AUDIENCES. (THIS PROGRAM MUST BE LOW-KEY AND HIGHLY SELECTIVE, SINCE EMBASSY IS BURDENED WITH LARGE NUMBER OF NON BONA FIDE IVIS APPLICANTS AND CONSEQUENTLY EXPERIENCES A VERY HIGH REFUSAL RATE.) ACTION FOUR: BY JANUARY 31, INVESTIGATE FEASIBILITY OF USING LOCAL CREDIT BUREAU REPORTS AS BASIS FOR WTDR'S, PROVIDING ADDITIONAL TIME FOR POST'S SOLE COMMERCIAL FSL TO CONCENTRATE ON TARGET INDUSTRY PROJECTS. ACTION FIVE: BY MARCH 31, STUDY FEASIBILITY AND PERHAPS PREPARE WITH USIS A PILOT ISSUE OF A COMMERCIAL NEWSLETTER USING COMMERCE, USIS AND ECON/COML INPUTS. ACTION SIX: FUND TRIP TO CARACAS FOR OFFICER TO ACCOMPANY PROSPECTIVE BUYERS TO TRADE FAIR (SEE OBJECTIVE TWO ABOVE). ACTION SEVEN: FUND UNCLASSIFIED

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TRIP TO OR SPONSOR MEETING OF CARICOM COMMERCIAL OFFICERS TO DISCUSS RAMIFICATIONS OF NEWLY-FORMED CARIBBEAN COMMON MARKET FOR U.S. EXPORT EXPANSION PROGRAMS (SEE OBJECTIVE FOUR).
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 15 DEC 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973PORTO01636
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: PORT OF SPAIN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19731222/aaaaaqif.tel
Line Count: 159
Locator: TEXT ON-LINE
Office: ACTION ARA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: STATE 234462
Review Action: RELEASED, APPROVED
Review Authority: kelleyw0
Review Comment: n/a
Review Content Flags:
Review Date: 05 DEC 2001
Review Event:
Review Exemptions: n/a
Review History: RELEASED <05-Dec-2001 by williad>; APPROVED <18 MAR 2002 by kelleyw0>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: FY 1974 COMMERCIAL ACTION PROGRAM
TAGS: BEXP, TD
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005